

FIG. 2

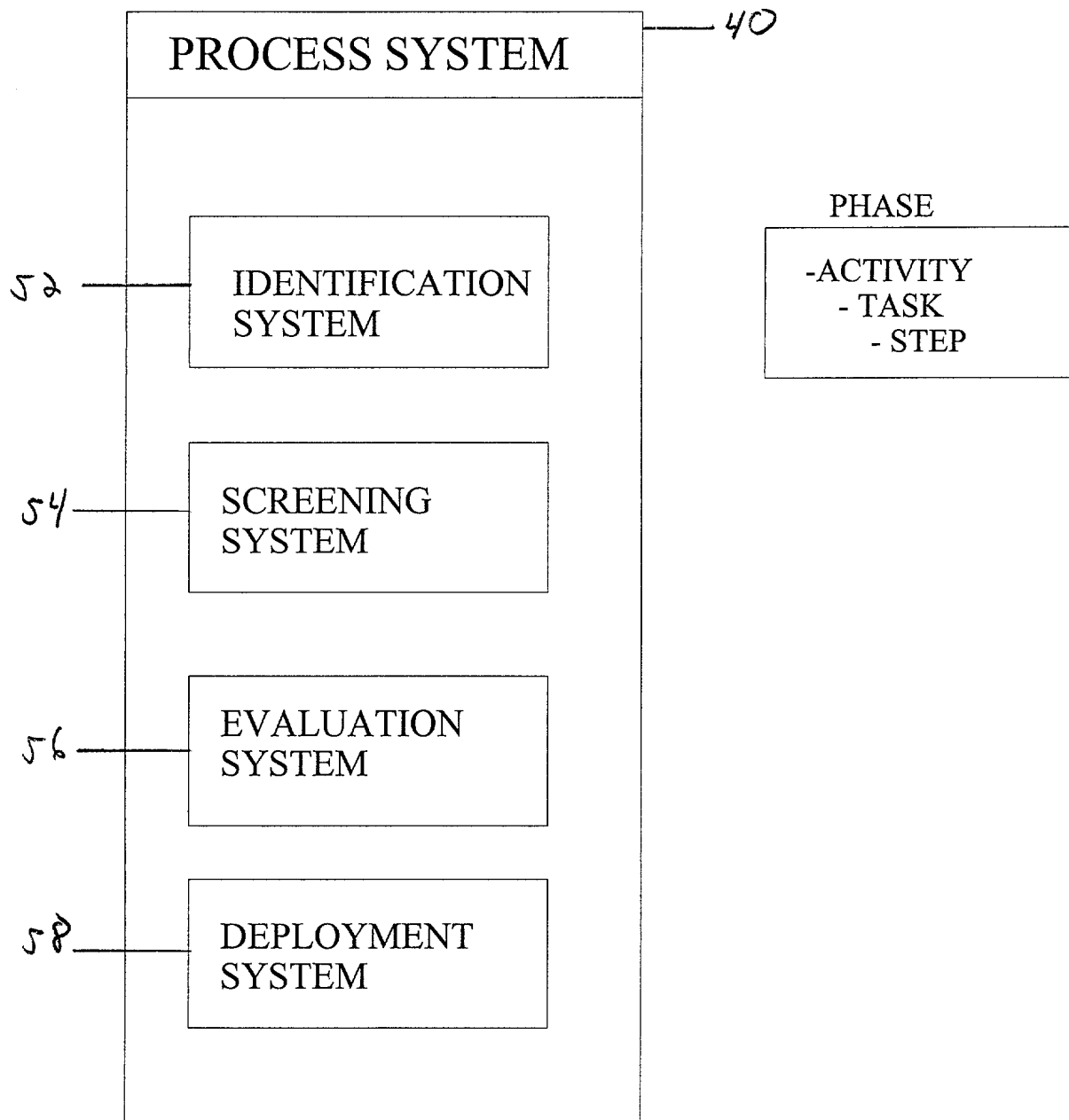


FIG. 3

66 68 70

Alliance Pricing Equity

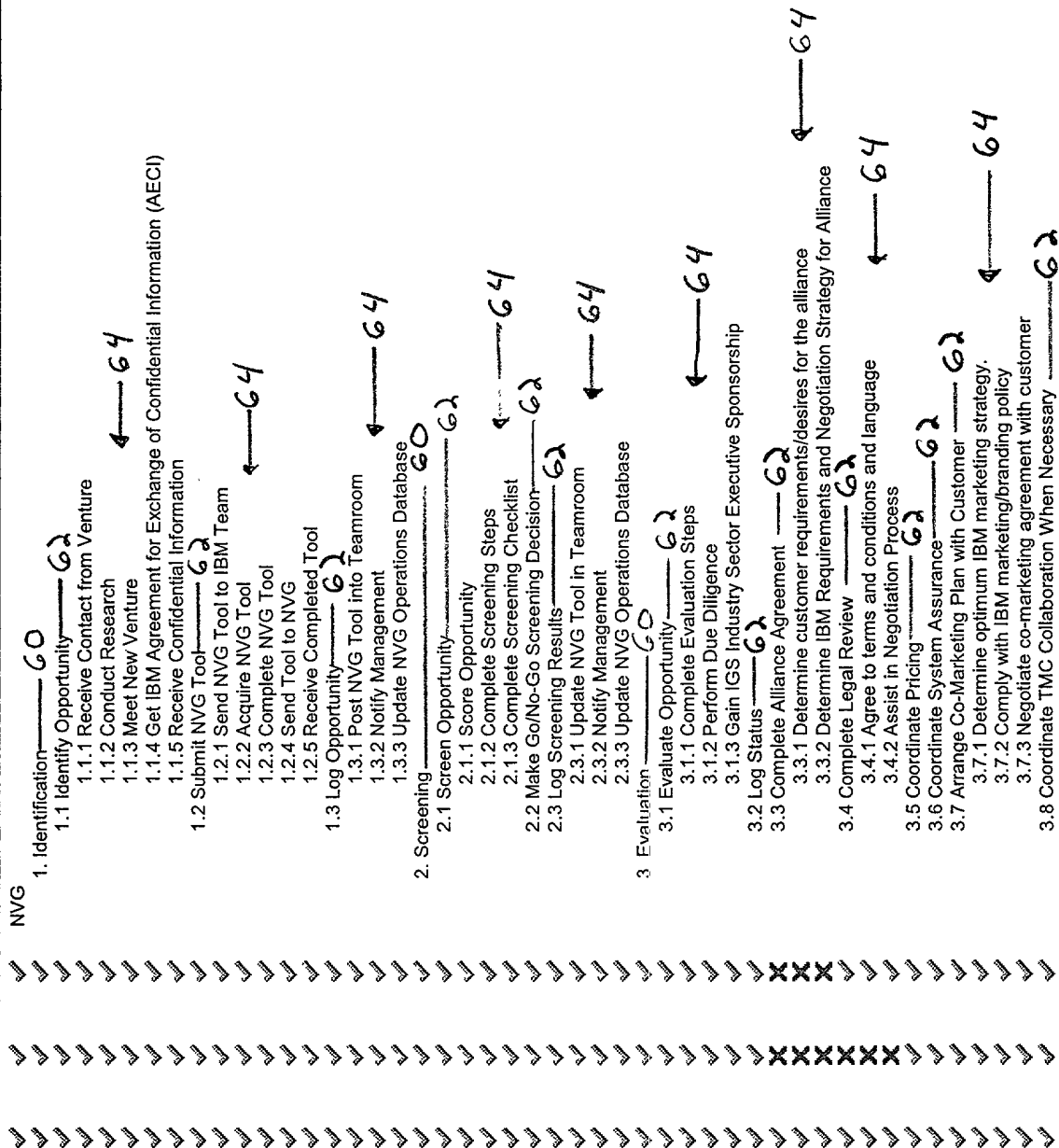


FIG. 4

66 68 70
Alliance Pricing Equity

✓	3.8.1 Determine if TMC will pursue the opportunity	← 64
✓	3.8.2 Assign TMC marketing lead	
✓	3.8.3 Define and execute co-marketing strategy	
✓	3.9 Conduct Steering Committee Review for Go/NoGo Decision	← 62
✓	4. Deployment	← 60
✓	4.1 Implement Contract with Customer	← 62
✓	4.1.1 Ensure proper invoicing	
✓	4.1.2 Update internal systems	← 64
✓	4.1.3 Implement accounting treatment	
✓	4.2 Establish Project Office	← 62
✓	4.2.1 Build Staffing Plan	
✓	4.2.2 Request Resources	
✓	4.2.3 Select Project Office Staff	← 64
✓	4.2.4 Set up CLAIM	
✓	4.2.5 Communicate Status to Management	
✓	4.3 Develop Risk Assessment Plan	← 62
✓	4.4 Document Team Charter	← 62
✓	4.4.1 Identify all key roles	
✓	4.4.2 Identify Interim Executive & Management Roles	
✓	4.4.3 Establish Operational Roles and Objectives	
✓	4.5 Document Project Charter	← 62
✓	4.6 Develop Work Plan Including WBS	← 62
✓	4.7 Define Deployment Scorecard	← 62
✓	4.7.1 Measure Deployment Status Against Scorecard	

FIG. 5

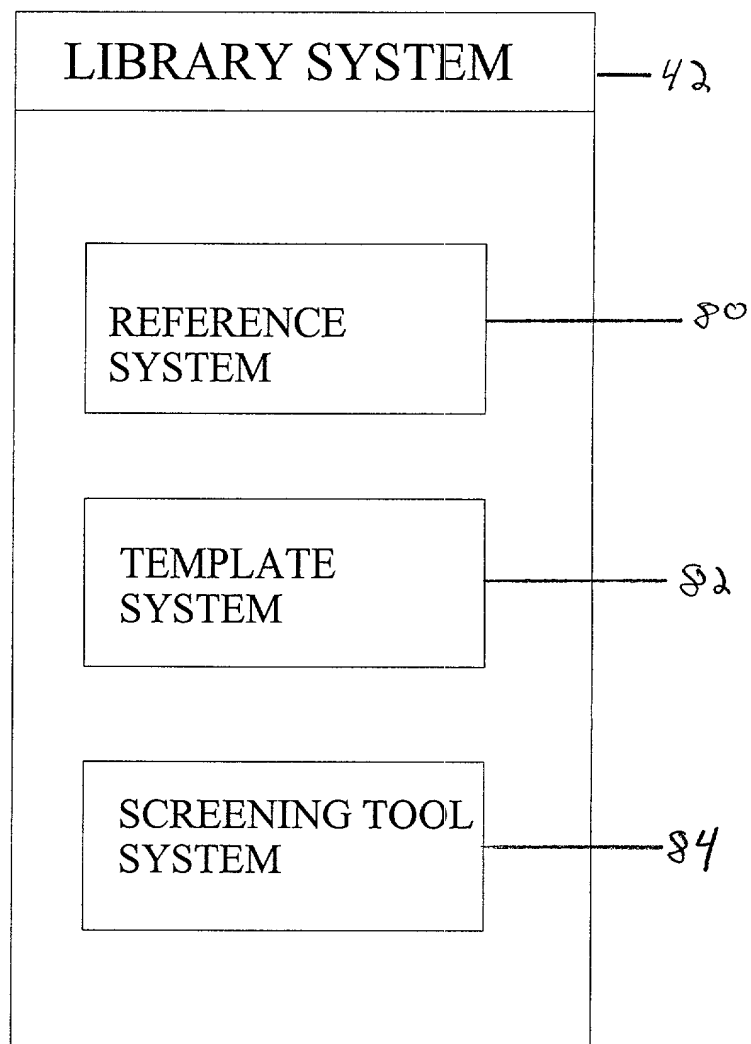


FIG. 6

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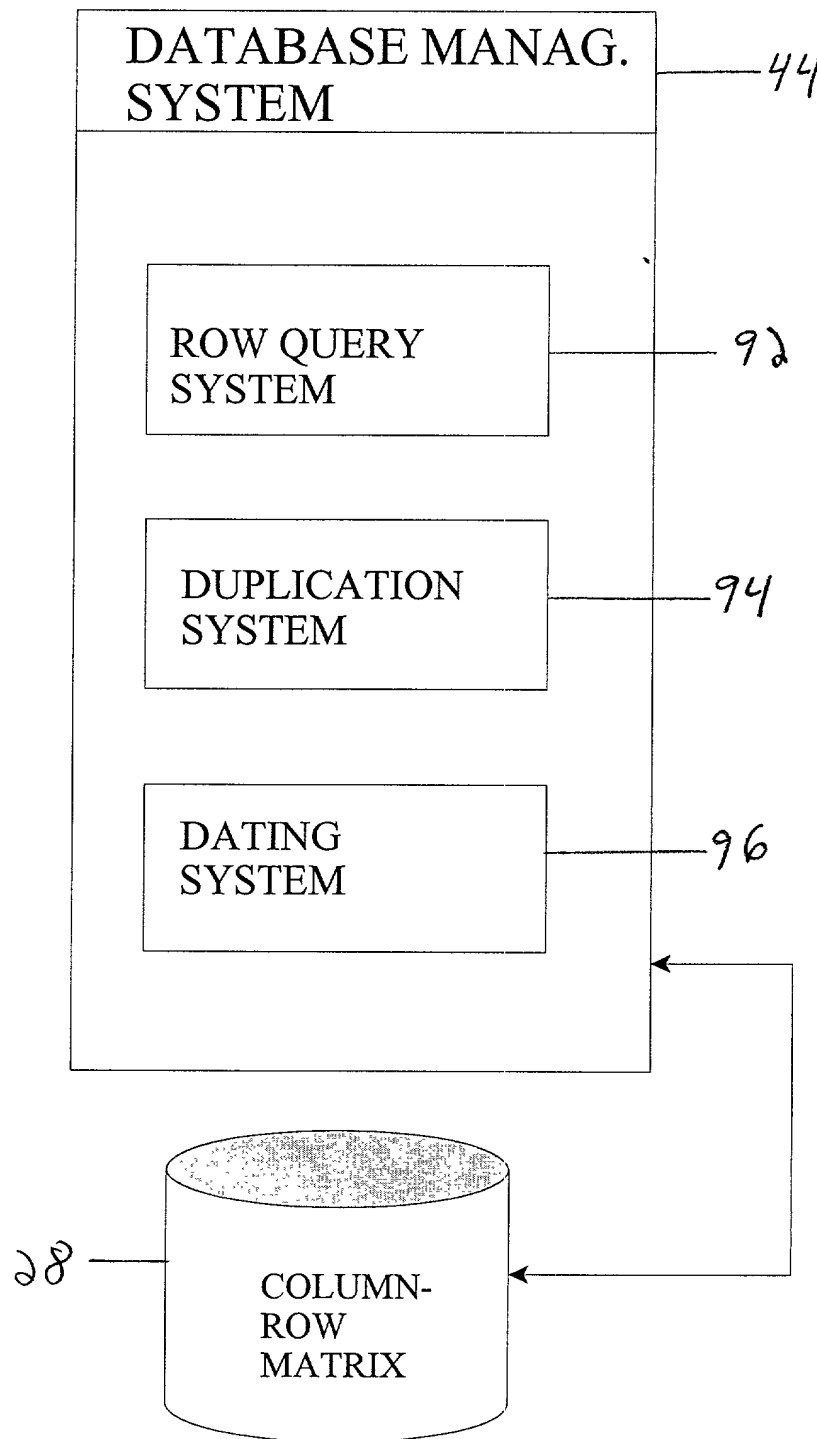


FIG. 7

100

102 104 106 108 110

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	
VENTURE COMPANY A	INITIAL	UPDATE1	UPDATE2	UPDATE3		112
VENTURE COMPANY B		INITIAL	UPDATE1			114
VENTURE COMPANY C				INITIAL		116

FIG. 8

100

102 104 106 108 110

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	
VENTURE COMPANY A	INITIAL	UPDATE1	UPDATE2	UPDATE3	<i>UPDATE3</i>	112
VENTURE COMPANY B		INITIAL	UPDATE1		<i>UPDATE1</i>	114
VENTURE COMPANY C				INITIAL	<i>INITIAL</i>	116

FIG. 9

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F. 16. 10

[illegible]

10/13

132

130



NVG Operations All Documents Library by Element Type by File Type by Restrictions by Title with Comments Playbooks Ventures	Edit Document Create Library Element Data				
	Element Type	Title	Version	Release Date	File Types Restrictions
	4 Document (for reference only)				
		Global Investment Council Process		01/01/2000	Freelance Other (PRZ)
		NVG Playbook Diagrams	2.0	10/04/2000	PowerPoint (PPT) IBM Confidential: Do Not Disclose Outside IBM
		Design Diagram for NVG Operations Database	3.4	10/08/2000	PowerPoint (PPT) IBM Confidential: Do Not Disclose Outside IBM
		NVG Americas Opportunity Flow Statistics	3.1	10/16/2000	PowerPoint (PPT) IBM Confidential: OK to Disclose with AECI
	3 Template (to be completed or customized)				
		Agreement for Exchange of Confidential Information (AECI)		08/18/2000	WordPro (LWP) Legal document: Approved by IBM Legal staff
		Resource Request Form		08/31/2000	WordPro (LWP) IBM Confidential: OK to Disclose with AECI
2 Tool (executable)		Interim Negotiation Agreement (INA)		08/18/2000	WordPro (LWP) Legal document: Approved by IBM Legal staff
		NVG Screening & Evaluation Tool	4.2.2	09/01/2000	1-2-3 (123) IBM Confidential: Do Not Disclose Outside IBM Excel (XLS)

136 138

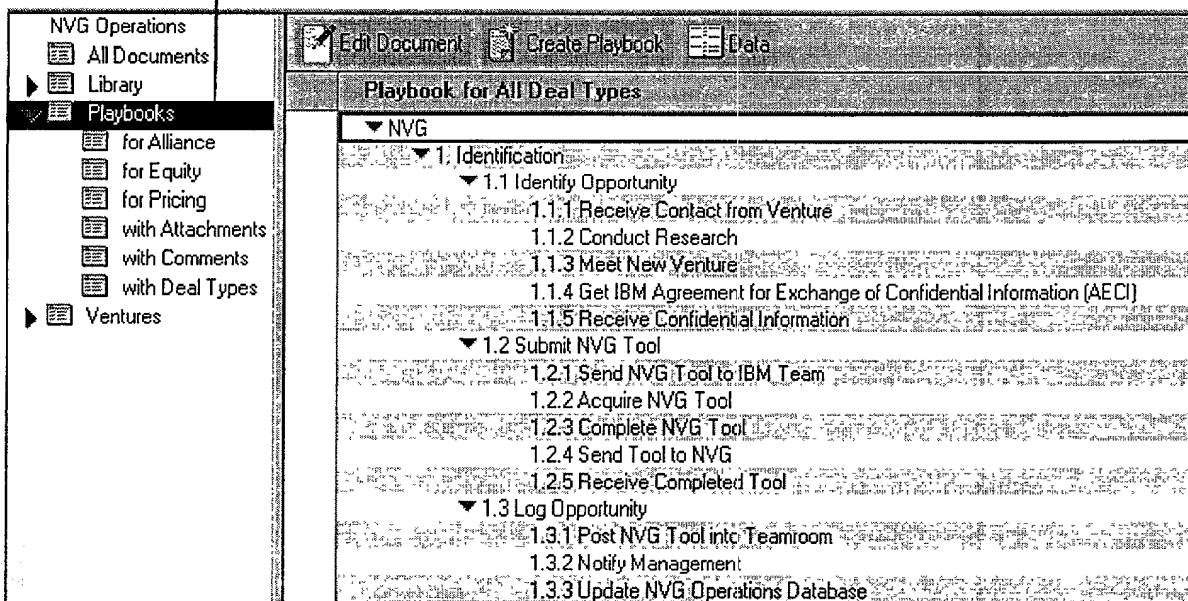
134

Fig 11

11/13

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142



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144

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FIG 12

NVG Operations

- ☑ All Documents
- ☑ Library
- ▼ ☑ Playbooks
 - ☑ for Alliance
 - ☑ for Equity
 - ☑ for Pricing
 - ☑ with Attachments
 - ☑ with Comments
 - ☑ with Deal Types
- ☑ Ventures

📄 Edit Document
📄 Create Playbook
📄 Data

Alliance	Pricing	Equity	Playbook
✓	✓	✓	▼ NVG <ul style="list-style-type: none"> 1. Identification 2. Screening ▼ 3. Evaluation <ul style="list-style-type: none"> 3.1 Evaluate Opportunity <ul style="list-style-type: none"> 3.1.1 Complete Evaluation Steps 3.1.2 Perform Due Diligence 3.1.3 Gain IGS Industry Sector Executive Sponsorship 3.2 Log Status 3.3 Complete Alliance Agreement <ul style="list-style-type: none"> 3.3.1 Determine customer requirements/desires for the alliance 3.3.2 Determine IBM Requirements and Negotiation Strategy for Alliance 3.4 Complete Legal Review <ul style="list-style-type: none"> 3.4.1 Agree to terms and conditions and language 3.4.2 Assist in Negotiation Process 3.5 Coordinate Pricing 3.6 Coordinate System Assurance

150



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↑
154

FIG 13

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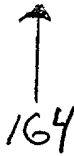


FIG 14